

Agribusiness Deal Room at the AGRF 2020 User Manual and FAQs

September 2020

AGRF
Host



AGRF
Partners



The B2Match matchmaking platform will allow participants to arrange meetings during the virtual summit

1

Log in using the code you received in your registration email

3

Fill in your profile in **as much detail as possible**. Leave no sections blank

5

Propose a time to meet the investor (available slots will be shown). They will review your profile and **accept or decline***

2

On the home page, **click company/individual profile**

4

View investor profiles and decide which you would most like to meet

*CrossBoundary will also support in facilitating B2B matchmaking

The Agribusiness Deal Room at the AGRF presents enterprises with the opportunity to initiate and start the capital raising process with investors

>300

Investment opportunities received

27

Countries represented

US\$
680m

Total fundraising amount



Investor ready enterprises
Develop enterprise profiles & provide resources for investor engagement




Matchmaking
Facilitating engagement between an opportunity and an interested investor*




Investors**
Provide a pipeline of opportunities within their value chain focus

- To increase the chances of successful meetings, enterprises have been advised to come prepared with investment supporting materials that cover the business operation, market landscape, the investment opportunity, and company's financials

*This is the first step of the process. The entire fundraising process typically takes an average of 9 months, and even longer in fragile states.

**Up to 50 capital providers who are active across the agriculture value chain are expected to participate



Agribusiness Deal Room
31 Aug 2020 - 11 Sep 2020 | Online

Home Speakers Participants Marketplace Agenda Login [Register now](#)



Agribusiness Deal Room

[Info](#) [How it works](#) [Contact](#)

Welcome to AGRF AGRIBUSINESS DEALROOM 2020

Inspiring plenary sessions, informative workshops and targeted 1:1 meetings promises knowledge gain and new business contacts.

The Agribusiness Deal Room is a matchmaking platform that convenes stakeholders from the entire eco-system to facilitate partnerships and investments in African agriculture. It specifically supports governments and companies with access to finance and partnership opportunities. The Deal Room is expected to attract close to 200 companies, 15 government delegations and 50 public and private investors exploring a wide range of investment opportunities.

The AGRF is acknowledging the following partners who contributed to the Agribusiness Deal Room at the AGRF 2020

AGRF Host

[Register now](#)
Open until 11 September 2020

LOCATION

Online

ORGANISED BY



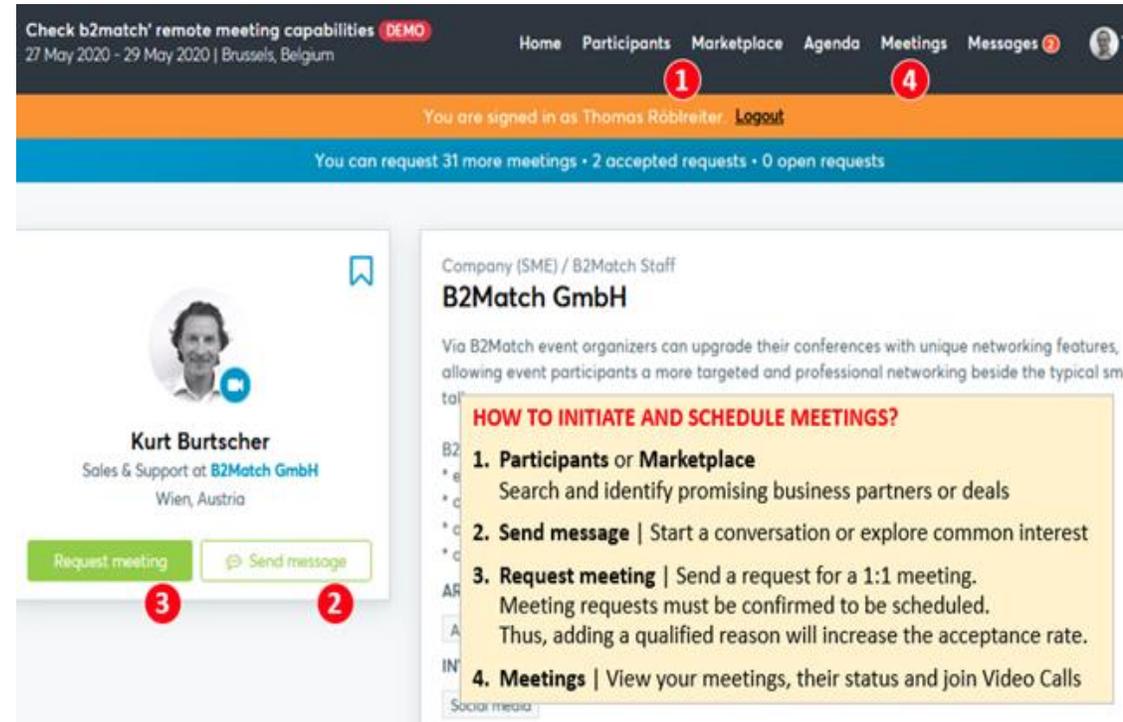
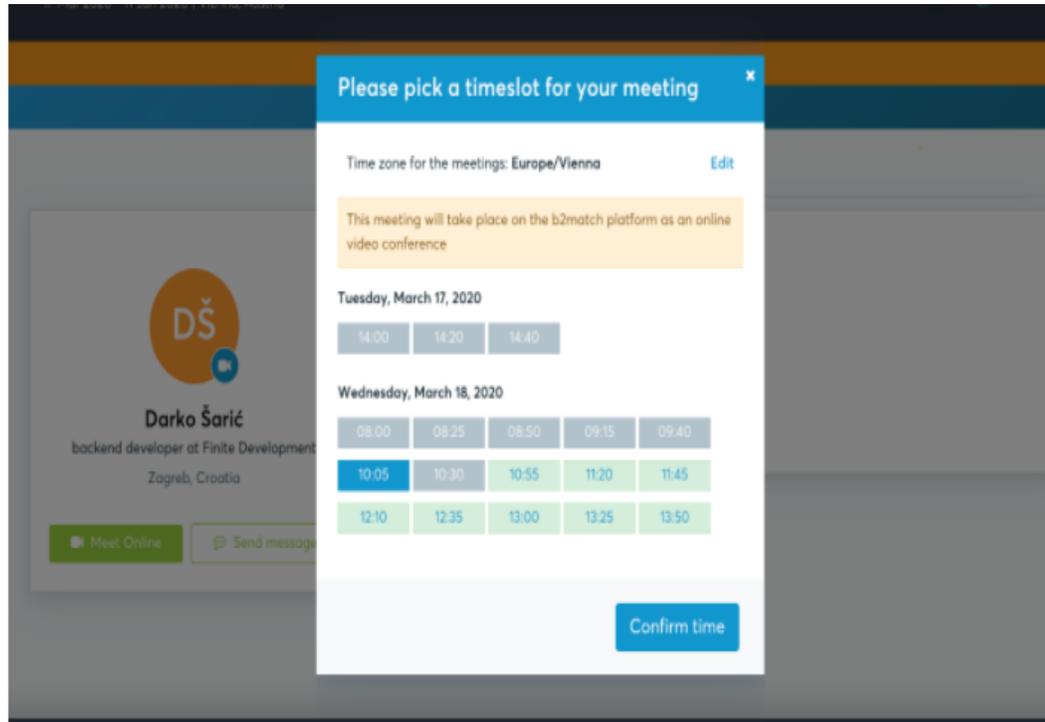
RESOURCES

[AGRF SUMMIT 2020 Deal Room-Brochure](#)
[AGRF Deal Room Programme](#)

This is the login page to access your Agribusiness Deal Room Account. The link is <https://agrf-agribusiness-dealroom-2020.b2match.io/>

The resources section on the bottom right has documents related to the event available for you to download.

Setting Up Bilateral Meetings



Booking of Bilateral meetings will be open as of 31st August

Bilateral meetings can be scheduled between participants on their own. Intelligent search options using filters allow a quick identification of the most suitable participants/ Marketplace profiles. In a few minutes you should be able to identify other participants you would like to meet. When you send a meeting request, the respondent will revert with a time for the meeting which will be added to your calendar.

Check which profiles are most promising and interesting for you among participants and in the Marketplace. **Filter profiles** (with filters on the left column of the Participants page) and find the ones aligned with your goals.

Starting a meeting

Go to your profile and select the **Meetings** Tab

You will see a list of all the bilateral meetings you have booked. On the meeting that is about to start, select the **Join online session** button (which will be active on the date of the session, between the hours when the session is taking place).



When selecting the “join button”, the preview of the meeting will allow you to check your camera and microphone.

During the meeting, there will be a timer on the screen. The invite guests link allows you to quickly invite another participant by sharing the meeting link with them. The meeting link will only be active for the duration of the meeting and only if the original participants are in the meeting.

You can also share your screen with the share button visible next to the camera and video buttons.



Online Events Agenda

31 Aug 2020 - 11 Sep 2020 | Online

Home Speakers Participants Marketplace Agenda Meetings 3 Messages

MY AGENDA **EVENT AGENDA**

All days

1:1 Meetings Country Sessions **Fireside Chat Sessions** Knowledge Session Plenary Session

Monday, September 07, 2020

10:00 - 11:00	What Informs the Credit Worthiness of Agri-SMEs?	✓	Remove
11:30 - 12:30	ICT's for Improving Investment Readiness of Small and Medium Agribusinesses	✓	Remove
13:00 - 13:30	Access to Finance for Women: Successes and Lessons for Bridging the Current Gaps	✓	Remove
13:00 - 14:30	Farmfit: Innovative Business Models for Increased Food, Trade and Resilience in Africa	✓	Add

You can only attend an event/session where you have registered for. To register for a session, go to agenda, select a session you are interested in and select “add”. It is automatically added to your calendar. On the date and time the event is supposed to be live, you will be able to select the “join event” option to access the live session. You can print both the event and personal calendars if you wish.

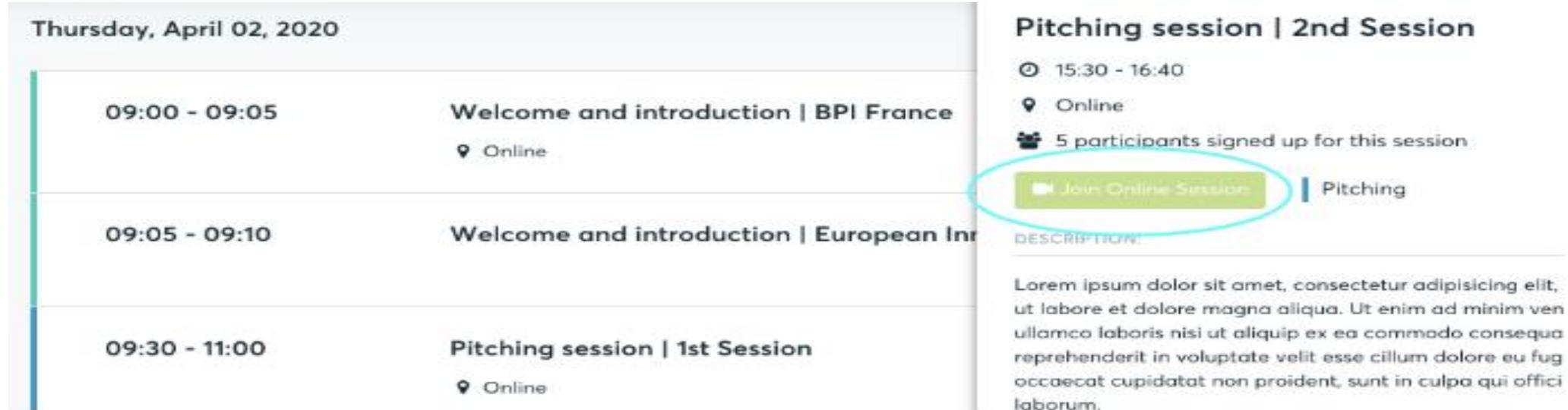
There is also a button at the top left of the screen that allows you to download and print the agenda.



Joining a Session

Go to **Agenda** then click on **My Agenda** Tab

Select the **Join online session** button (which will be active on the date of the session, between the hours when the session is taking place). The button will be active for registered and validated participants who selected the session.



The screenshot shows a web interface for a virtual summit. On the left, there is an agenda for Thursday, April 02, 2020. The agenda lists three sessions: 09:00 - 09:05 'Welcome and introduction | BPI France' (Online), 09:05 - 09:10 'Welcome and introduction | European In...', and 09:30 - 11:00 'Pitching session | 1st Session' (Online). On the right, the details for the 'Pitching session | 2nd Session' are shown. It includes the time 15:30 - 16:40, the location 'Online', and a notification that 5 participants have signed up. A green button labeled 'Join Online Session' is highlighted with a red circle. Below the button, there is a 'DESCRIPTION:' section with placeholder text.

Thursday, April 02, 2020	
09:00 - 09:05	Welcome and introduction BPI France 📍 Online
09:05 - 09:10	Welcome and introduction European In...
09:30 - 11:00	Pitching session 1st Session 📍 Online

Pitching session | 2nd Session

🕒 15:30 - 16:40

📍 Online

👤 5 participants signed up for this session

[Join Online Session](#) | Pitching

DESCRIPTION:

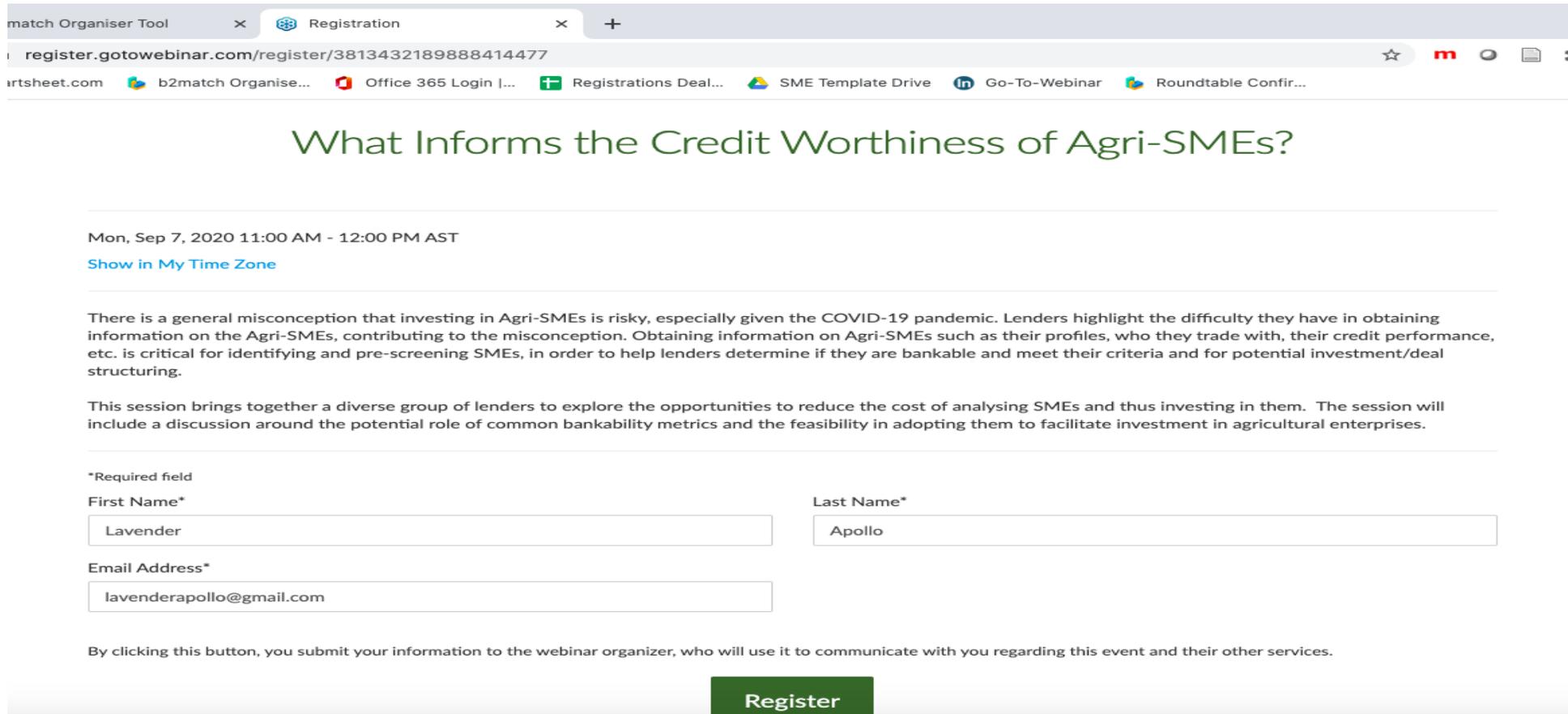
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When selecting the “join button”, you will be redirected to a go-to-webinar registration page as shown in the next slide



Joining a Session Cont.

The go-to-webinar registration page only requires you to put in your name and email address then select the register tab as seen below



match Organiser Tool x Registration x +

register.gotowebinar.com/register/3813432189888414477

irtsheet.com b2match Organise... Office 365 Login |... Registrations Deal... SME Template Drive Go-To-Webinar Roundtable Confir...

What Informs the Credit Worthiness of Agri-SMEs?

Mon, Sep 7, 2020 11:00 AM - 12:00 PM AST

[Show in My Time Zone](#)

There is a general misconception that investing in Agri-SMEs is risky, especially given the COVID-19 pandemic. Lenders highlight the difficulty they have in obtaining information on the Agri-SMEs, contributing to the misconception. Obtaining information on Agri-SMEs such as their profiles, who they trade with, their credit performance, etc. is critical for identifying and pre-screening SMEs, in order to help lenders determine if they are bankable and meet their criteria and for potential investment/deal structuring.

This session brings together a diverse group of lenders to explore the opportunities to reduce the cost of analysing SMEs and thus investing in them. The session will include a discussion around the potential role of common bankability metrics and the feasibility in adopting them to facilitate investment in agricultural enterprises.

*Required field

First Name*

Last Name*

Email Address*

By clicking this button, you submit your information to the webinar organizer, who will use it to communicate with you regarding this event and their other services.

Register

Joining a Session Cont.

You will receive a notification that you have been registered and given a link to join the session. No password is required for the session. You will then select **'join the webinar'** and you will be in the session.

You're Registered!

What Informs the Credit Worthiness of Agri-SMEs?

Mon, Sep 7, 2020 11:00 AM - 12:00 PM AST

Add to Calendar ▾

At the time above, [join the webinar](#).

Before joining, be sure to [check system requirements](#) to avoid any connection issues.

A confirmation email with information on how to join the webinar has been sent to you.

Questions or Comments? Contact: lavender@bonrezo.net

To Cancel this Registration

You may [cancel your registration](#) at any time.



Market Place

The **Marketplace** enables to list your offer and request items. We suggest you create meaningful and attractive marketplace items as your profile is the **FIRST** impression other participants receive from you! You can present your offer or look for available offers under the below categories;

Product – Add and describe a product your organization is offering

Service - Add and describe a service your organization is offering

Partnership - Indicate if you are interested in a partnership with another organization or service provider.

Project cooperation - Provide details of a project you are looking for a

Investment Opportunity - Indicate the investment opportunities available in your organization and what a potential investor would be interested in.



Session & Branding Guideline

Required

1. A short description of the session that is used on the registration form
2. A full description of the session which can also contain details of the speakers. This session also allows organizer to put an external link if necessary.
3. Speakers and moderators should log in 10 minutes to the event to prepare.
4. The session organizer (Technical partner) should have copies of the session presentations as backup and he/she will be added as a speaker on the session to be able to offer support.

Logo

For the best resolution, the logo images should be in .png, .jpg or .gif file format.

The size should not be larger than 400*200 pixels and 100kb. (2:1 aspect ratio)

Feature Image

For the best resolution, this should be 200*200 pixels and 100Kb.

The file format should also be .png, .jpg or .gif

Technical partners such as CASA who have side events will need to indicate who will be the session moderator will be, in order to assist the speakers.

Details of speakers should also be provided at the latest 4 days before the event.



System Requirements

Recommended browsers for the online sessions

Make sure you install the latest version of your browser and advise the participants to do the same. Recommended browsers are;

1. Google Chrome
2. Mozilla Firefox

You can also install the B2match app on your phone either through Google play store or the Appstore. We recommend that you have your sessions via your laptop for the best experience in terms of reading documents shared by organizers.



Speaker Briefings

Speakers and Moderators will receive the links to their sessions a few days in advance.

Both the speakers and moderators must be online at the minimum 15 minutes before their session starts to prepare and have all their documents available.

All speakers must ensure that their presentations were shared before-hand with the session leads. The tech team is able to upload documents with the registered participants before the session if the speaker wishes to do so. These must be shared at least two days before the event.

System Requirements;

Please ensure that you can run a go-to-webinar meeting on your laptop or tablet.

Ensure that you have a reliable internet provider on the day of your session with a back-up hotspot.

Having your presentation shared with the moderator will ensure that should you have any technical difficulties, the moderator is able to share the presentation on the speaker's behalf.

The moderator will be able to share with the speakers privately the relevant questions from the audience that they should answer.

Speaker Bio

The speakers need to register to B2match as well to be included on the “speakers” page on the B2match website.

However, we will need a short bio as well as a photo/headshot to be included with the bio.

